

Message Text

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THE FOLLOWING TEXT IS SUBMITTED FOR TRANSLATION SOFIA AND
PRINTING IN VIENNA.

1. ZERO MANUFACTURING COMPANY
811 DUNCAN AVENUE
WASHINGTON, MISSOURI 63090, U.S.A.
TELEX: 442476

SHOWING:

1 MILKER DISPLAY
1 300 GALLON DAIRY TANK
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1 DRY BLAST PEENING CABINET

REPRESENTED BY:

ARTHUR OTTESON, SALES MGR, EUROPE
W.GAIL TWYMAN, DIRECTOR, INT'L OPERATIONS

REPRESENTATION IN EUROPE:

ZERO EUROPE
WESTEINDE 31A
P.O. BOX 183
PAPENDRECHT, NETHERLANDS
TELEX: 26321
TELEPHONE: 078-54444

GENERAL INFORMATION:

THE ZERO MANUFACTURING CO. PRODUCES EQUIPMENT AND TANKS FOR DAIRIES INCLUDING REFRIGERATED MILK TANKS, GLASS PEENING CABINETS, AND AUTOMATIC MILKING MACHINERY.

THE FIRM HAS ITS ORIGIN IN A DAIRY COMPANY WHICH WAS FOUNDED IN 1927. ITS OWNERS DEVELOPED ALL OF THE EQUIPMENT FOR THEIR OWN USE. IT EVENTUALLY CONCENTRATED ON DAIRY MACHINERY EXCLUSIVELY. THE FIRST COMMERCIAL SUCCESS WAS THE INVENTION OF A SPECIAL MILK COOLER TO PREVENT SPOILAGE. LATER IT PATENTED A DRY-COLD MILK AERATOR. THE ZERO COMPANY HAS PIONEERED MAJOR IMPROVEMENTS IN THE MILK-HANDLING INDUSTRY AND HOLDS MANY BASIC PATENTS.

THE MILK COOLER BEING SHOWN IS THE FIRST AND ONLY AMERICAN BULK MILK COOLER WITH A FULLY AUTOMATED SELF-CLEANING AND SANITIZING SYSTEM OPERATED BY A PUSH-BUTTON. THE DRY BLAST PEENING (CLEANING) CABINET IS THE MOST EFFICIENT TYPE IN USE TODAY AND GENERATED CONSIDERABLE INTEREST IN A RECENT MOSCOW EXHIBITION. THE MILKER IS ALSO ONE OF THE MOST ADVANCED IN USE IN AMERICA AT PRESENT AND ASSURES THE CLEANEST AND SAFEST MILKING OPERATION.

THE FIRM IS INTERESTED IN SELLING KNOW-HOW AND SUPPLYING COMPONENTS TO A MANUFACTURING FIRM OR STATE ORGANIZATION.
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IT IS ALSO INTERESTED IN LICENSING, JOINT VENTURES OR A COOPERATION AGREEMENT. ITS FIRST PREFERENCE WOULD BE THE SALE OF TECHNOLOGY SUCH AS ENGINEERING, PLANT LAY-OUT, EQUIPMENT DESIGN, SPECIFICATIONS AND USE OF PATENTS. THE REPRESENTATIVE OF THE FIRM AT THE FAIR HAS FULL NEGOTIATING POWER REGARDING ALL TRANSACTIONS.

2. STAUFFER CHEMICAL CO.

WESTPORT, CONNECTICUT 06880 U.S.A.

CABLE: STAUFCHM

SHOWING: HERBICIDES:

DEVIRINOL 50W
RONEET 6E
VERNAM 6E
TILLAM 6E
ERADICANE

INSECTICIDES:

PYFONATE 10G
IMIDAN 50W

REPRESENTED BY:

BJORN KRIENKE, REGIONAL SALES MGR., EUROPE
J.J. WISE, DEVELOPMENT MANAGER
MARKUS RUCKSTUHL, TECHNICAL SUPERVISOR
HANS BARTEL, TECHNICAL SALES REPRESENTATIVE

REPRESENTATION IN EUROPE:

STAUFFER CHEMICAL EUROPE, S.A.
25, RUE DES CAROUBIENS
1227 GENEVA (CAROUGE), SWITZERLAND
TELEX: 231333

GENERAL INFORMATION:

THE STAUFFER CHEMICAL COMPANY IS ONE OF THE LARGEST FIRMS OF ITS KIND IN THE UNITED STATES. ITS PRODUCTION OF AGRICULTURAL CHEMICALS GREW FROM \$70.3 MILLION TO \$100.2 MILLION IN 1974. IT ALSO PRODUCES SPECIALTY CHEMICALS, PLASTICS,
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INDUSTRIAL CHEMICALS AND FOOD INGREDIENTS. THE FIRM CONDUCTS BROADINTERNATIONAL OPERATIONS AND HAS SOLD ITS PRODUCTS WORLDWIDE.

THE DEVIRINOL 50-WP CHEMICAL IS A SELECTIVE HERBICIDE WHICH GIVES LONG LASTING CONTROL ON GRASS AND BROADLEAF WEEDS IN TREE FRUITS, ALMONDS AND GRAPES. IT RESISTS LEACHING AND IS THE ONLY SURFACE-APPLIED HERBICIDE WITH RESIDUAL ACTION THAT CAN BE USED IMMEDIATELY AFTER PLANTING TREES AND VINES. IT IS EFFECTIVE IN CONTROLLING WEEDS IN CHERRIES, APRICOTS, ORANGES, PEACHES, PLUMS AND PRUNES. IMIDAN 50 WP, A WETTABLE POWDER, CONTROLS THE PESTS AFFLICTING THESE AND OTHER CROPS, ESPECIALLY APPLES.

DYFONATE 10G IS AN INSECTICIDE WHICH CONTROLS PESTS OF ASPARAGUS, BEANS, BEETS, CORN, MINT, ONIONS, POTATOES, RADISHES, STRAWBERRIES, SUGARCANE, SUGAR BEETS AND TOBACCO. IT IS A NEW TYPE OF CHEMICAL FOR FULL SEASON CONTROL OF A WIDE VARIETY OF INSECTS.

ERADICANE, A HERBICIDE, HAS BEEN ESPECIALLY DEVELOPED TO PROTECT CORN CROPS BUT CONTROLS A WIDE VARIETY OF WEEDS THAT AFFLICT OTHER CROPS. RONEET 6E IS ANOTHER HERBICIDE MOST EFFECTIVE IN PROTECTING SUGAR BEETS AND TABLE BEETS AS WELL AS SPINACH. IT IS AN EARLY SEASON WEED CONTROLLER. TILLAM 6E IS A HERBICIDE WHICH PROTECTS TOBACCO AND TOMATOES AS WELL AS OTHER CROPS. VERNAM HERBICIDE IS PARTICULARLY EFFECTIVE IN PROTECTION OF SOYBEANS, PEANUTS AND ROOT CROPS. IT IS THE ONLY HERBICIDE THAT CAN BE USED ON ALL THREE CROPS FOR NUTGRASS CONTROL. IT IS A PRE-PLANT CHEMICAL USEFUL IN CONTROL WHETHER THERE IS RAINFALL OR NOT. DISPLAYS AND LITERATURE ON OTHER AGRICULTURAL CHEMICALS WILL ALSO BE SHOWN.

THE ABOVE PRODUCTS HAVE BEEN CHOSEN TO SHOW THE POTENTIAL IMPROVEMENTS FOR BULGARIAN CROPS. THE COMPANY IS INTERESTED IN DIRECT SALES AND APPOINTMENT OF AN AGENT FOR BULGARIA. THE REGIONAL SALES MANAGER HAS AUTHORITY TO NEGOTIATE. KISSINGER

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